Earnings Presentation

FY2025



FY2025 Earnings Presentation

ibis inc. (TSE Growth: 9343)

February 18, 2026

Subscription Sales Up 71.6% YoY, Maintaining High Growth and Strongly Leading the Harvest Phase

	FY2024/12 Q4 Non-consolidated Results	FY2025/12 Q4 Consolidated Results	YoY
Subscription Billing Sales	**210** million yen	**360** million yen	**+71.6%**
Number of ibisPaint Subscriptions	**34.5** thousand	**46.2** thousand	**+34.1%**
Net Sales	**1.13** billion yen	**1.36** billion yen (Non-Consolidated: 1.31 billion yen)	**+20.5%** (Non-Consolidated +16.3%)
Operating Profit	**300** million yen	**350** million yen (Non-Consolidated 380 million yen)	**+17.4%** (Non-Consolidated +26.3%)
Operating Profit Margin	**26.6%**	**25.9%** (Non-Consolidated 28.9%)	**-0.7pt** (Non-Consolidated +2.3pt)

- Subscription billing sales increased by 40 million yen QoQ, with 46,000 new contracts — both reaching all-time highs
- Post-consolidation net sales and operating profit achieved double-digit YoY growth, with operating margin up 2.3pt on a non-consolidated basis
- Operating profit growth in the mobile segment offset cost increases, including M&A expenses and outsourced CPA fees

*YoY stands for "Year over Year." Pages 2-7 show ratios comparing current consolidated results with prior-year standalone results.
*Consolidated financial statements have been applied since FY2025. The profit and loss of Techno-Speech, Inc. has been consolidated from April 1, 2025, and the profit and loss of Zeroichi Start Inc. will be consolidated from January 1, 2026.
*Pages 3-5 present cumulative results, while pages 2 and 6-8 show results for the accounting period.

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In-App Purchase Sales, Including Subscriptions, Exceeded In-App Advertising Sales for the First Time in the Full Year

	FY2024 Non-Consolidated Cumulative Results	FY2025 Consolidated Cumulative Results	FY2025 Consolidated Cumulative Plan	Progress Rate
Subscription Billing Sales	680 million yen	1,200 million yen	1,110 million yen	107.8% (YoY +74.9%)
Number of ibisPaint Subscriptions	232.0 thousand	397.6 thousand	342.0 thousand	116.2% (YoY +71.4%)
Net Sales	4.62 billion yen	5.00 billion yen (Non-Consolidated 4.88 billion yen)	5.02 billion yen	99.6% (YoY +8.2%)
Operating Profit	1,150 million yen	1,200 million yen (Non-Consolidated 1,280 million yen)	1,170 million yen	102.2% (YoY +4.0%)
Profit Attributable to Owners of Parent	830 million yen	840 million yen (Non-Consolidated 930 million yen)	810 million yen	103.7% (YoY +1.2%)

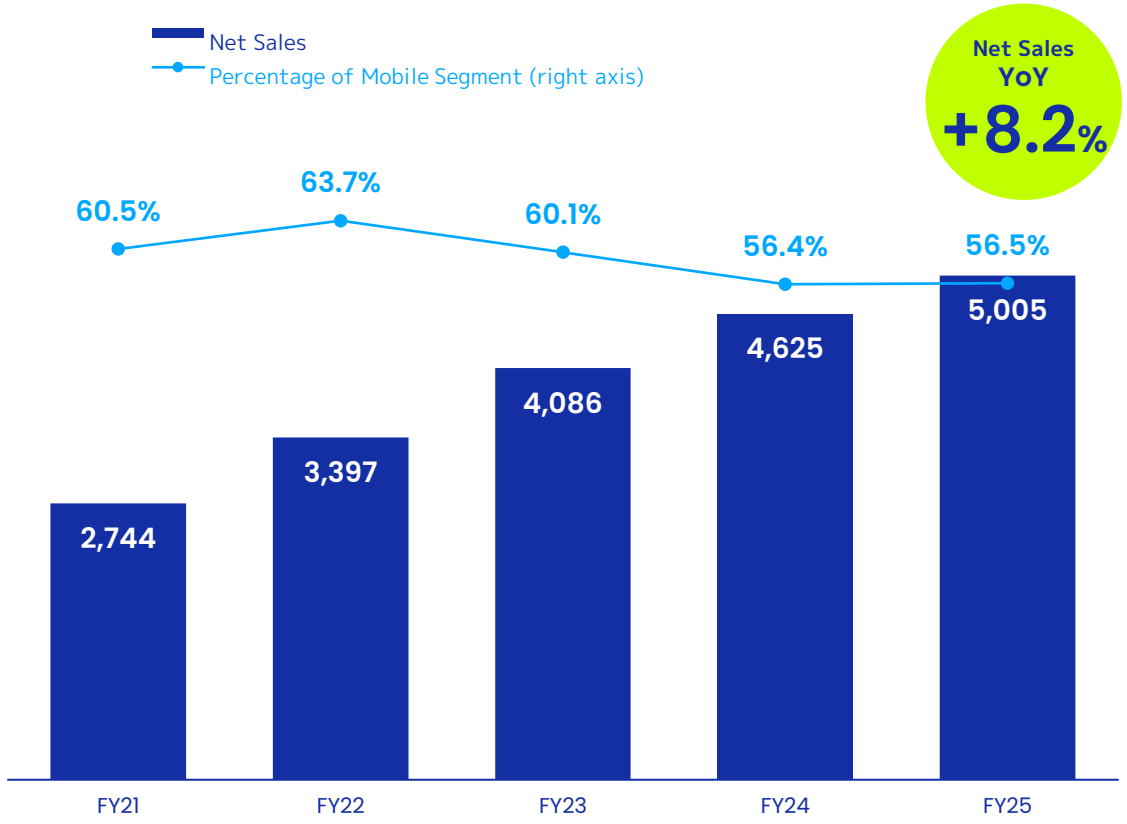
- Subscription billing sales increased 74.9% and the number of subscriptions grew 71.4% (55 thousand subscriptions above planned), showing strong momentum
- Post-consolidation, net sales, operating profit, and operating margin were all roughly in line with the plan
- For FY2026, the consolidated plan targets subscription billing sales of 1.73 billion yen (up 44.1%) and operating profit of 1,350 million yen (up 12.8%)

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Steady Growth in Net Sales and Stable Profit Growth, Excluding Goodwill Amortization

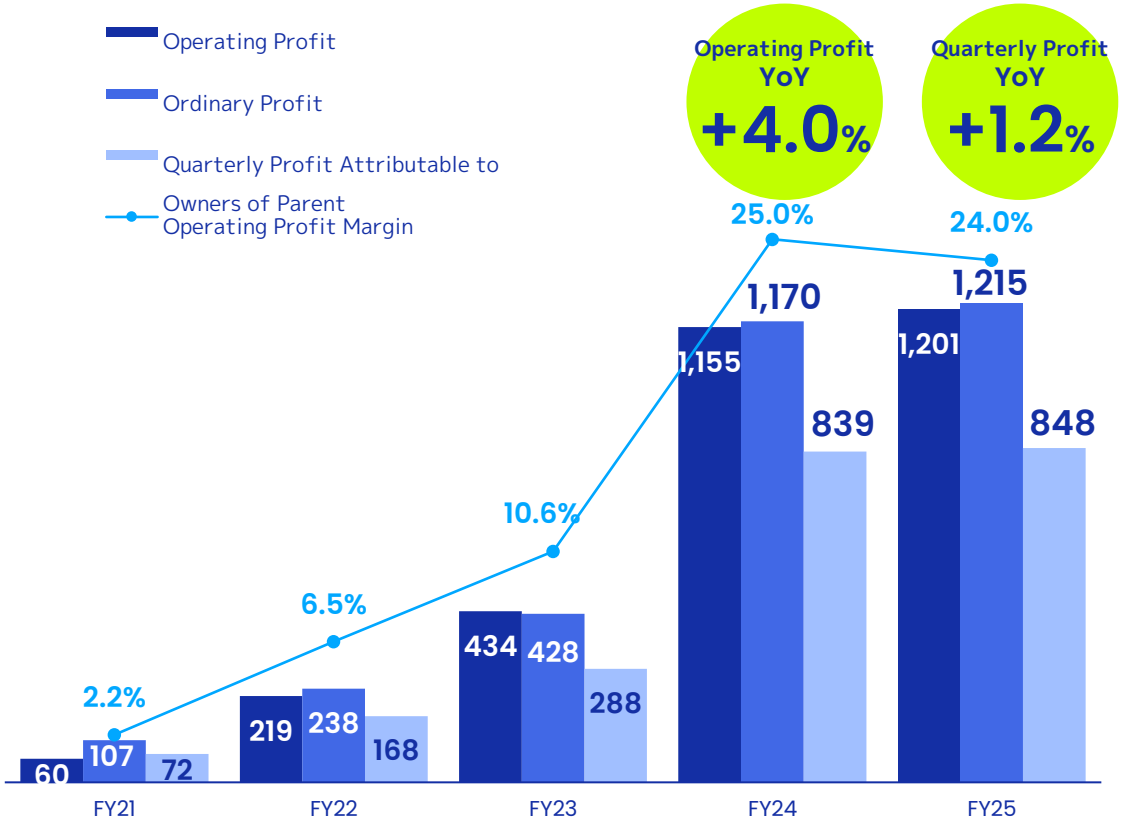
(millions of yen)

Net Sales Trends



(millions of yen)

Various Profit Trends

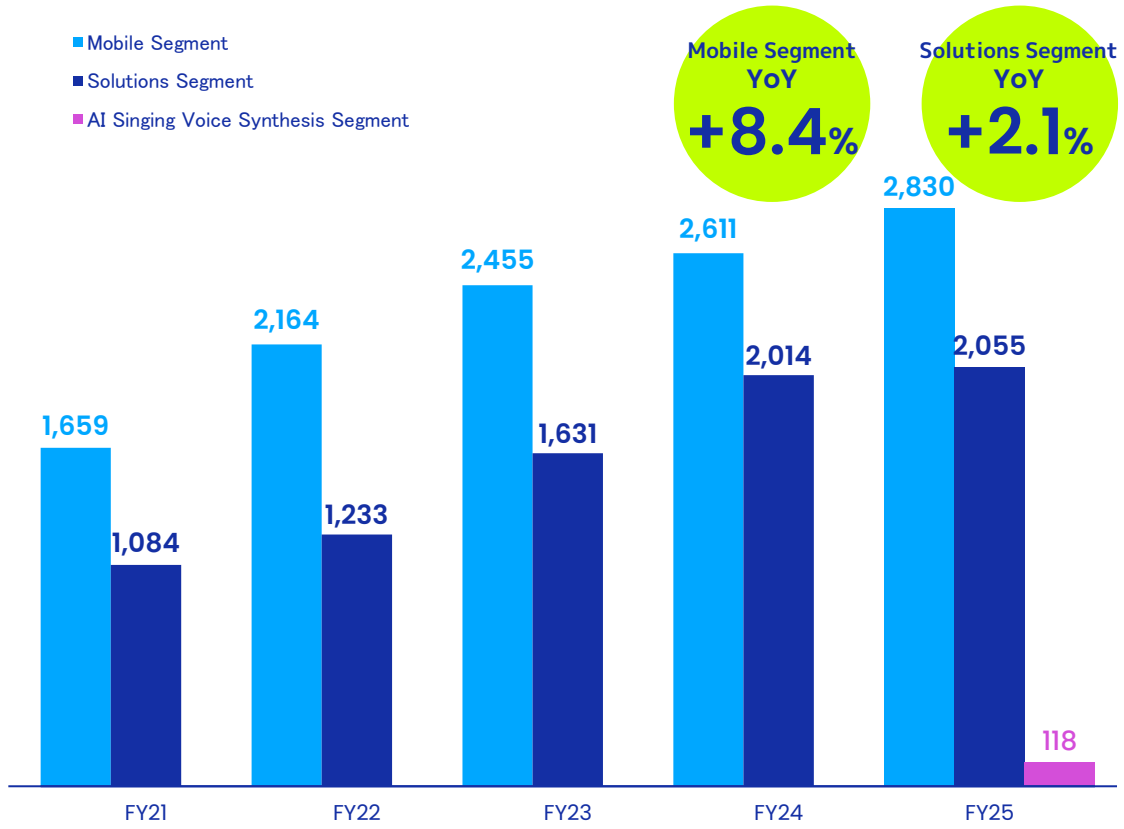


*The mobile segment includes the mobile business, BCS (Business Cloud Storage), and other businesses.
*Consolidated financial statements have been applied since FY2025. The profit and loss of Techno-Speech, Inc. has been consolidated from April 1, 2025, and the profit and loss of Zeroichi Start Inc. will be consolidated from January 1, 2026.

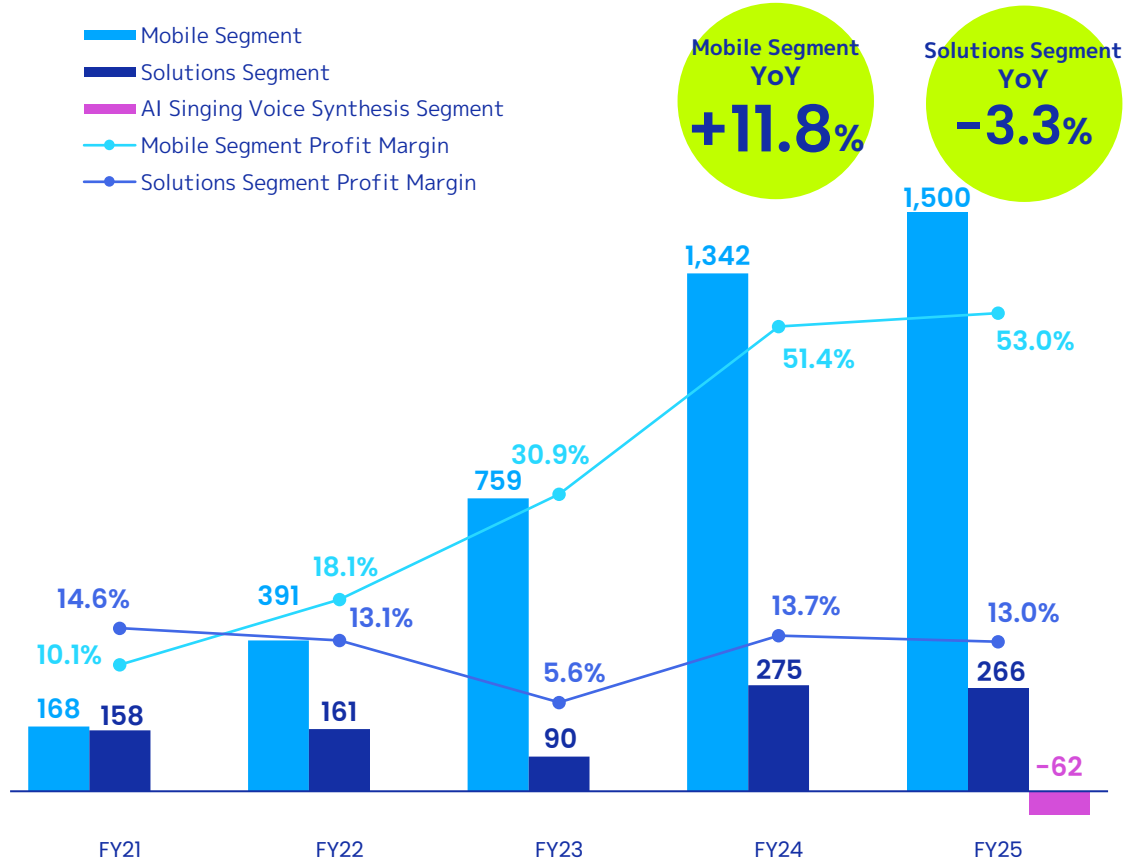
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Maintaining a High-Profitability Structure with Continued Growth in Sales and Profits in the Core Mobile Segment

Net Sales Trends



Segment Profit Trends

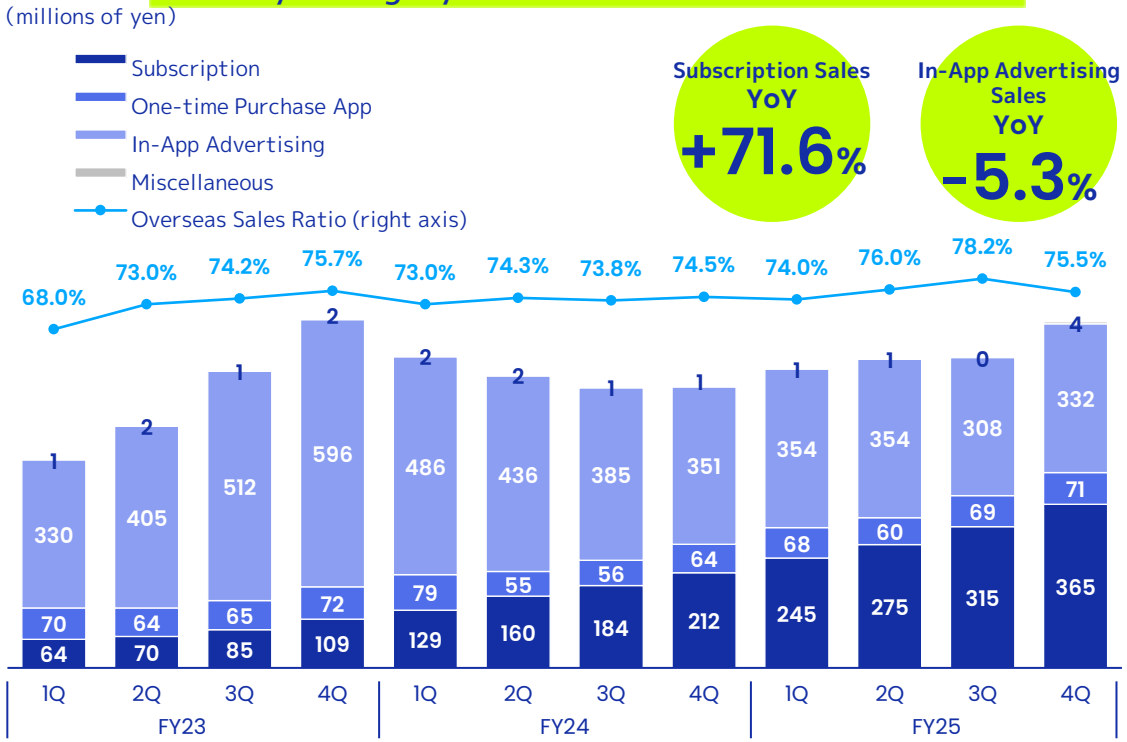


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*Consolidated financial statements have been applied since FY2025. The profit and loss of Techno-Speech, Inc. has been consolidated from April 1, 2025, and the profit and loss of Zeroichi Start Inc. will be consolidated from January 1, 2026.
*For convenience, VoiSona sales include sales for CeVIO in the same B2C area, as well as from the production of voice libraries for VoiSona and CeVIO.

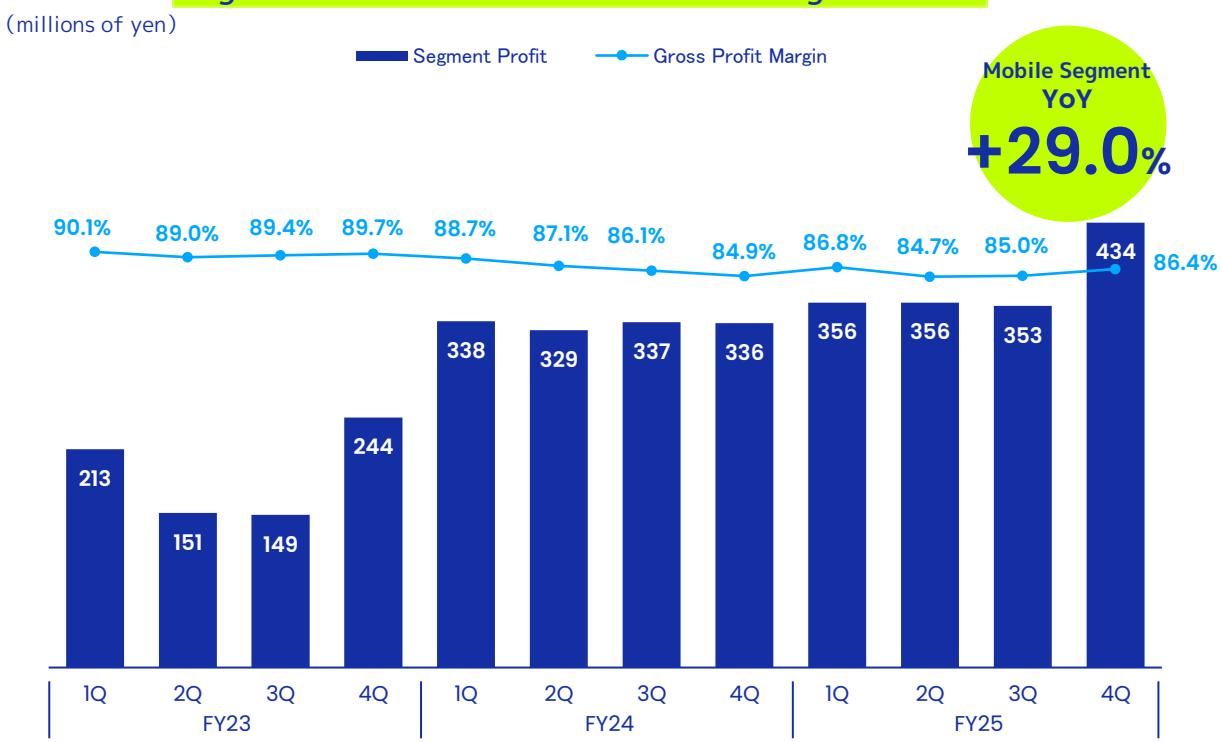
Subscription Sales Exceeded In-App Advertising Sales Since Q3, Marking a Shift Toward Paid Sales

Sales by Category and Overseas Sales Ratio Trends



- ✓ Mobile segment sales totaled 770 millon yen (YoY +22.7%)
- ✓ App advertising sales increased QoQ in 4Q, but the impact of the SSP AI algorithms persisted, resulting in sales of 330 million yen (-5.3%)
- ✓ Subscription sales were 360 million yen (+71.5%), continuing to grow after surpassing in-app advertising sales, offsetting the decline in in-app advertising

Segment Profit and Gross Profit Margin Trends



- ✓ Mobile segment profit reached a record high of 430 million yen (YoY +29.0%)
- ✓ Continued strategic adjustments to advertising investment to increase paying app users, acquiring new users primarily through word of mouth
- ✓ Gross profit margin increased by 1.5 points YoY due to sales growth, maintaining a high gross margin of 86.4%

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*Consolidated financial statements have been applied since FY2025. The profit and loss of Techno-Speech, Inc. has been consolidated from April 1, 2025, and the profit and loss of Zeroichi Start Inc. will be consolidated from January 1, 2026.
*Subscriptions on the left chart represent the total subscription sales of ibisPaint and BCS.

Sales Continued at a Record Quarterly High Since Q3; Profit Temporarily Impacted by M&A Expenses

(millions of yen)

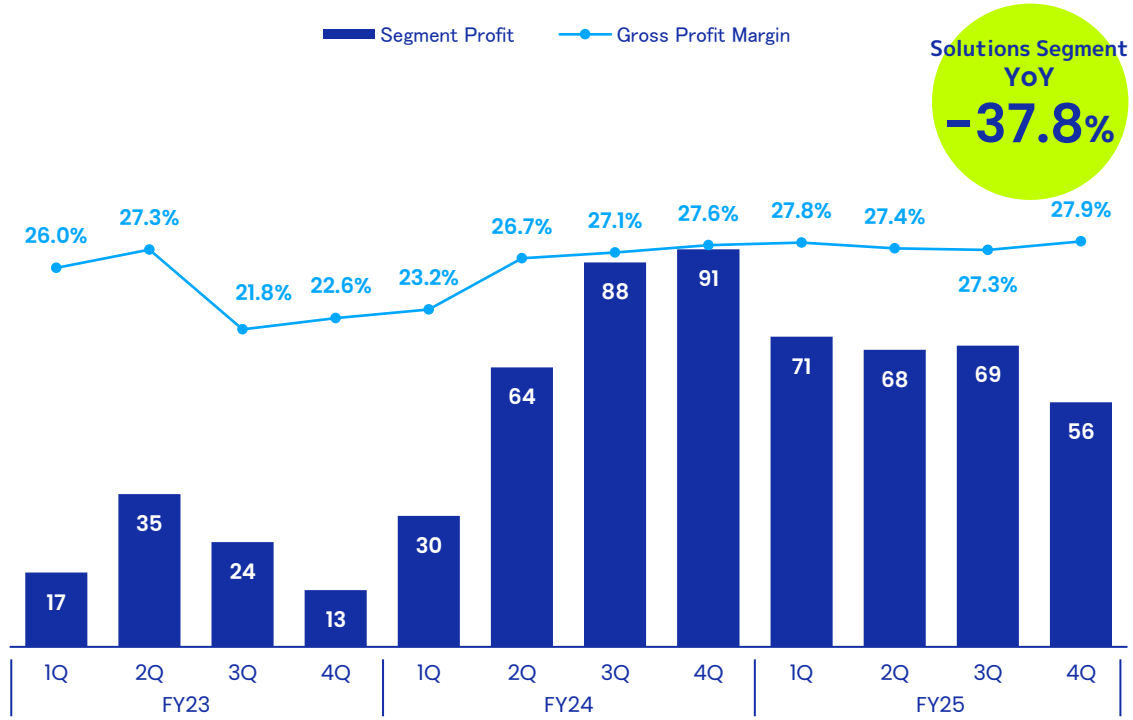
Trends in Sales by Segment



- ✓ Solutions segment sales totaled 540 million yen (YoY +8.4%), marking a new quarterly record
- ✓ Progress was made in acquiring select orders for highly profitable projects, resulting in contract development sales of 170 million yen (+47.9%)
- ✓ Sales growth was supported by higher hiring and retention, along with operational improvements from organizational changes

(millions of yen)

Trends in Segment Profit and Gross Profit Margin



- ✓ Solutions segment profit totaled 56 million yen (YoY -37.8%) due to a temporary increase in M&A expenses
- ✓ Gross profit margin remained at a high at 27.9%, up 0.3 percentage points YoY
- ✓ Progress continues in improving development efficiency through AI and building a high-margin SI system, with early results starting to show

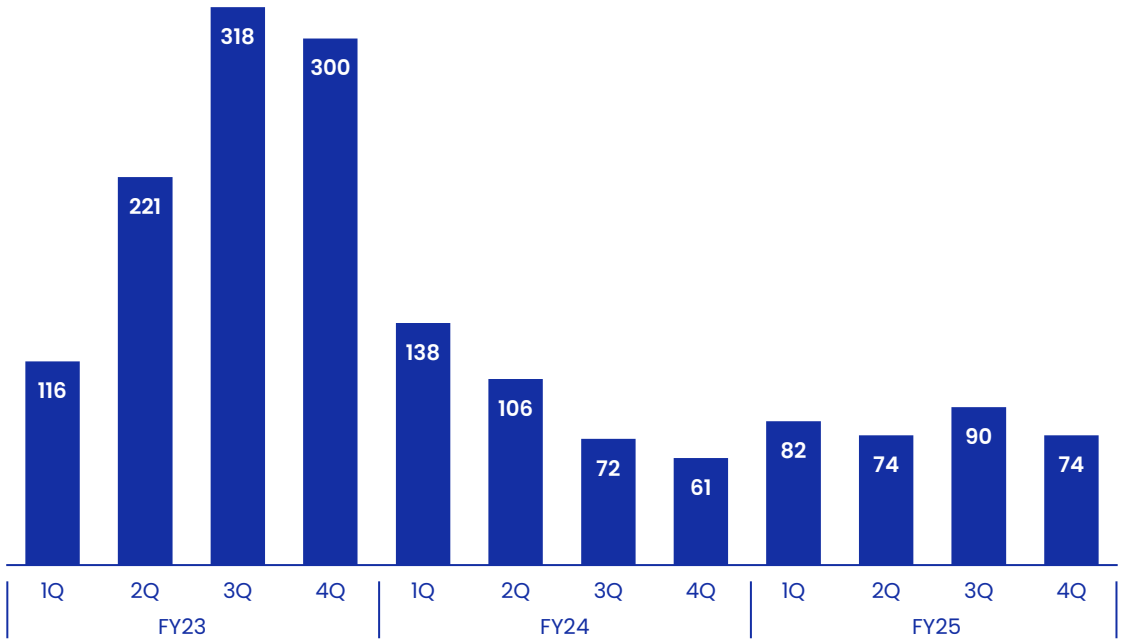
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Strategic Investments in Advertising and Engineers for Sustainable Growth

(millions of yen)

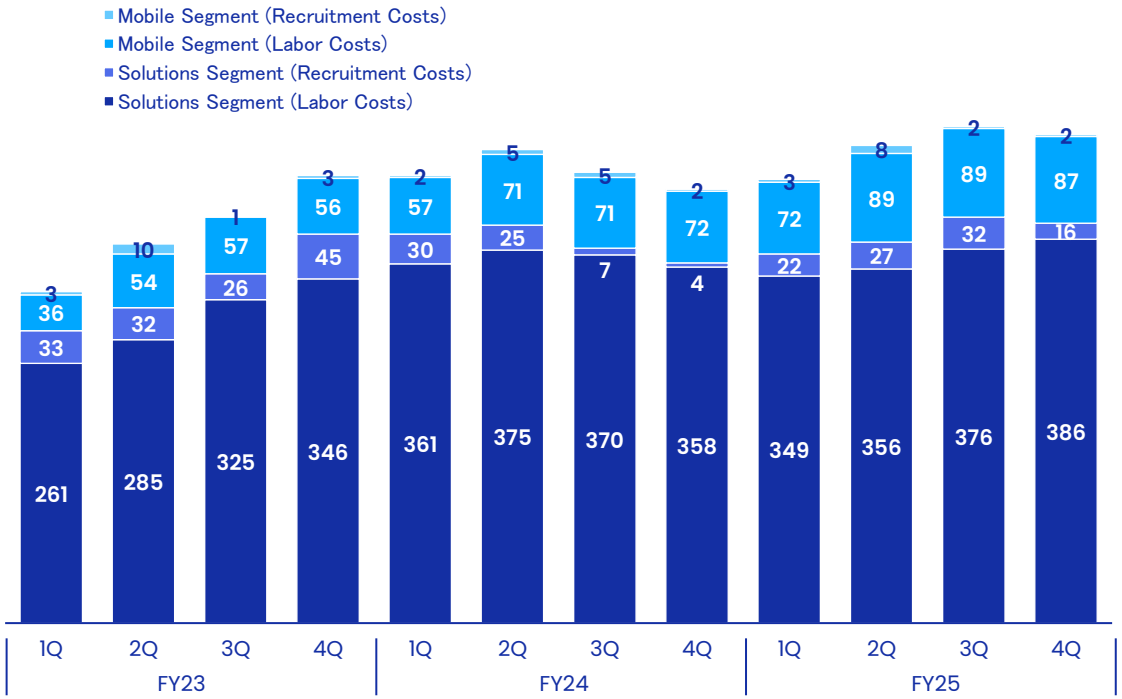
Advertising Investment Trends



✓ Advertising expenses increased to 74 million yen (YoY +20.9%)
✓ New downloads in Q4 totaled 16,948 thousand (-4.8%), cost-effectiveness remained strong, and cumulative downloads reached 500 million on September 10
✓ Focusing on increasing paying app users, advertising expenses were kept at an efficient level, with effective and flexible investments

(millions of yen)

Trends in Investment in Engineers



✓ Investment in engineers in the mobile segment totaled 80 million yen (YoY +18.6%) due to higher labor costs
✓ Investment in engineers in the solutions segment totaled 400 million yen (+11.3%) due to higher recruitment and labor costs

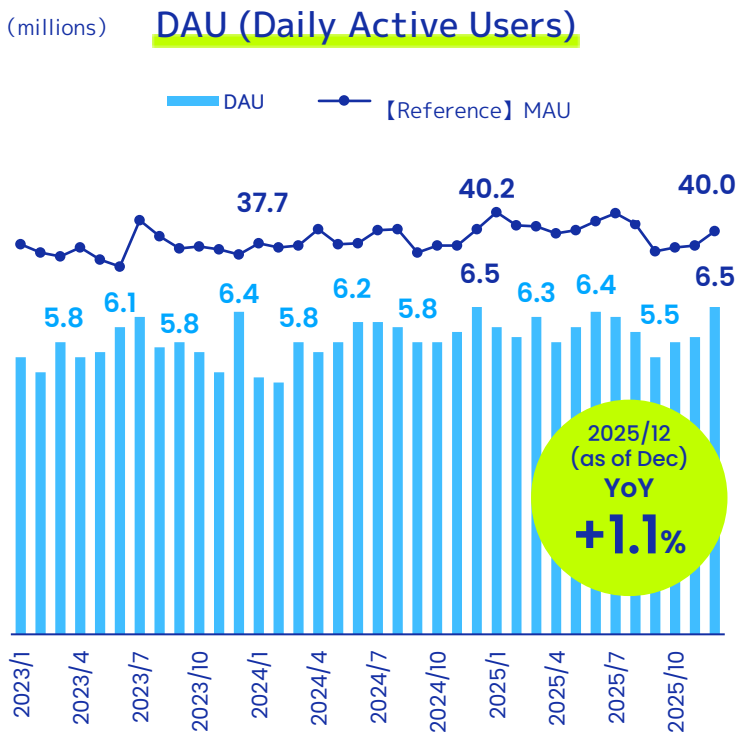
*Investment in engineers refers to the total labor and hiring costs of engineers in each segment.
*Figures on this page are those for ibis inc. on a non-consolidated basis.

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Subscriptions reached approximately 400,000 at fiscal year-end, significantly exceeding the plan, while the number of IT engineers continues to recover steadily

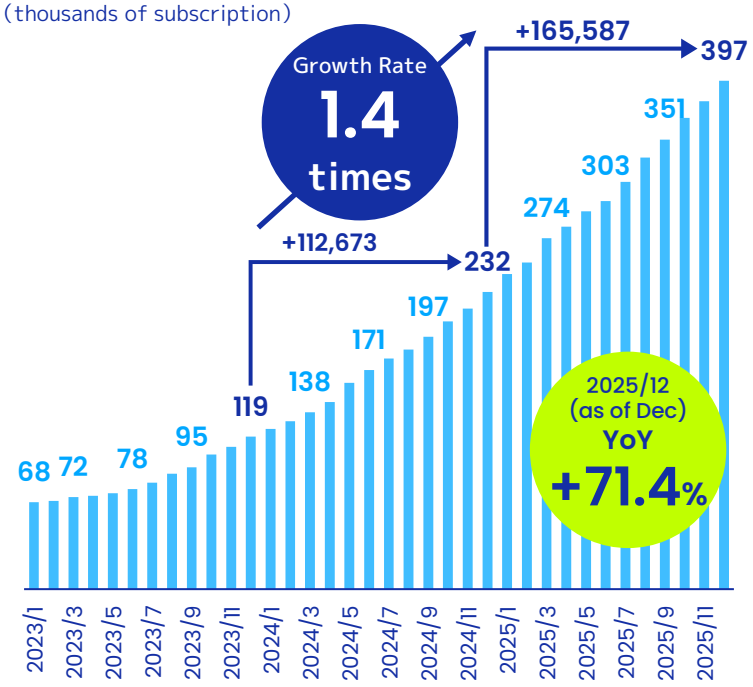
Mobile Segment

DAU (Daily Active Users)



✓ DAU remained at a high level at 6,581,053 (YoY +1.1%), securing a stable foundation supporting in-app advertising sales

Number of Subscriptions

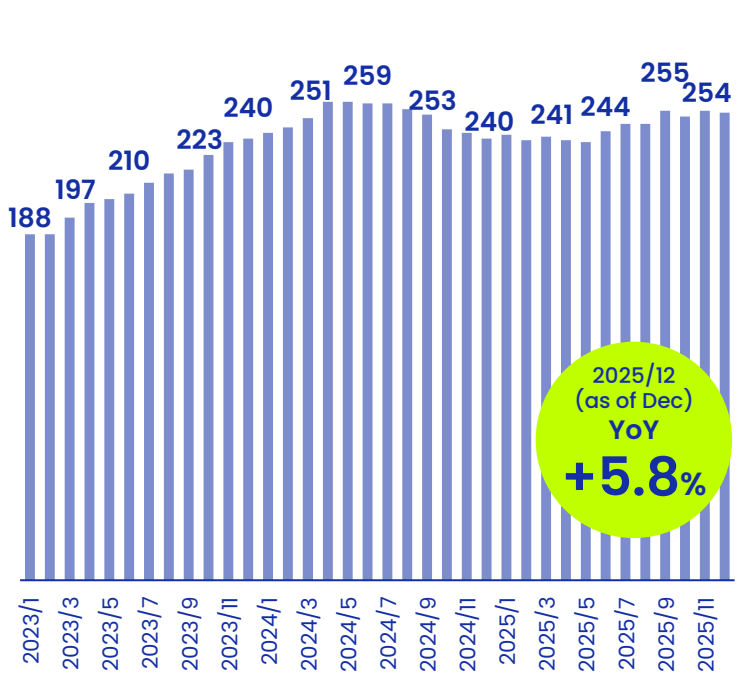


✓ The number of subscriptions reached 397,640 (YoY +71.4%), with subscription conversion continuing at a high level as various marketing initiatives to drive subscriptions proved effective

✓ The initial plan of 342,000 subscriptions was surpassed within 9 months, with an additional 55,000 subscriptions accumulated by the end of the period

Solutions Segment

Number of IT Engineers



✓ The number of IT engineers stood at 254 (YoY +5.8%), reflecting a significant recovery in hiring from Q1 to Q3 and improved employee retention

*DAU represents the number of free active users per day, and MAU represents the number of active users per month for all series, including paid apps, but excluding the Edu series.
*The numbers on the bar graph indicate DAU at the end of each quarter.
*All figures on this page represent non-consolidated results for ibis inc.

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March 5, 2025
/ May 26, 2025

Promoting the Shift to Prime Membership (Subscription) Through ibisPaint Feature Enhancements



- In the major update (Ver. 13.0.0), multiple new features were introduced, including the original brush pattern feature, followed by two additional updates
- In particular, improvements in the usability of key features, such as the drawing tool's fill color and other drawing tools, supported the transition to prime membership

November 15, 2025

ibisPaint was featured on a nationwide TV program



- ibisPaint was featured on TV programs across the TV Tokyo network, highlighting the app's evolution and new features
- This media exposure created opportunities to increase awareness of the product and the company

TV Program: LBS Special: "Changing the World! Startups from the Regions"
Archived Viewing: Available on TV Tokyo BIZ (subscription required)

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Harvest the Momentum

From Japan to the world –
ibis turns global creativity into growth.

Investor Digest

ibis inc. (TSE Growth: 9343)

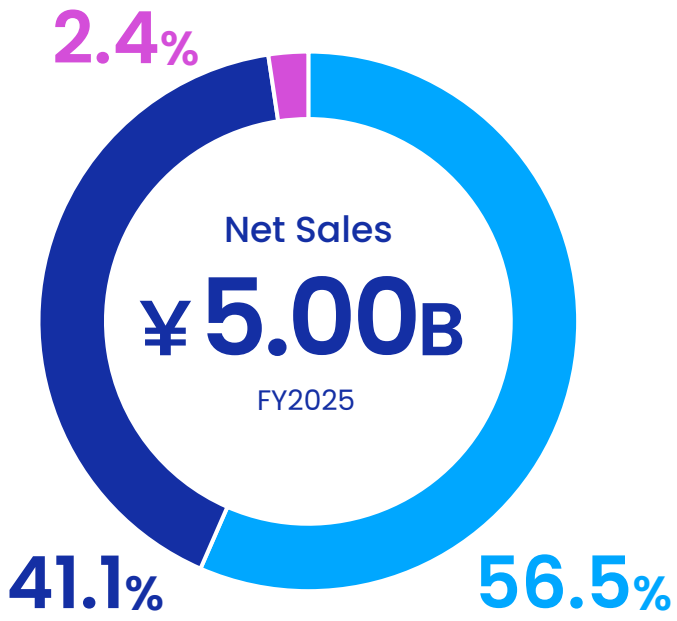
February 18, 2026



A Japan-based tech company developing the world's No. 1 mobile painting app

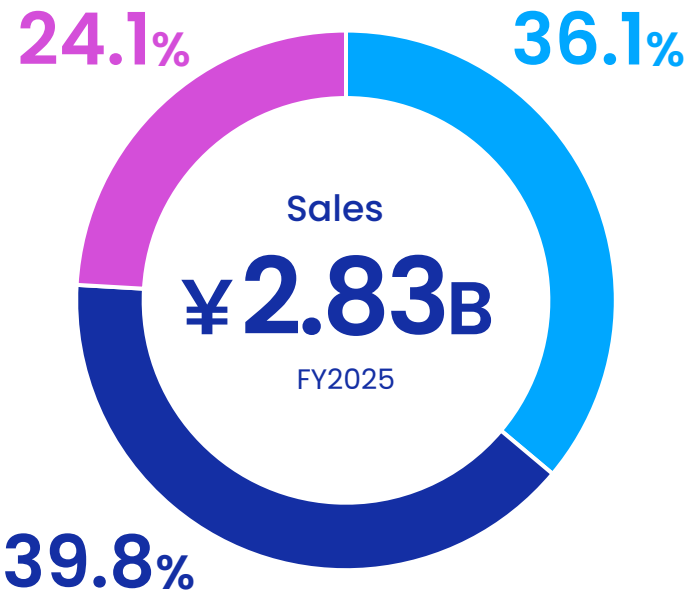
ABOUT

Net Sales Breakdown by Business Segment



- Mobile Segment
- Solutions Segment
- AI Singing Voice Synthesis Segment

Overseas Sales Ratio In Mobile Segment



- United States
- Other International
- Japan

Company Profile

Established: 2000

Number of Employees: 356
Including 302 IT engineers

Locations:



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* App Store "Graphics & Design" category (from 2019 through January-November 2025), global basis, Monthly Active Users (MAU). Source: data.ai by Sensor Tower

Founder Profile

Bringing surprise and joy to young creators worldwide with technology born in Japan

WHO I AM

A pioneer in technology



Began programming in elementary school and became immersed in building high-speed, high-performance technology—creating innovations born in Japan that can compete globally.

WORK STYLE

Dual-track management: Engineering × Marketing



Combining engineering expertise with marketing insight, he led the company's global expansion and guided ibis to its 2023 public listing.

MY PASSION

Delivering technology born in Japan to every corner of the world



Delivering "WOW!" experiences and the joy of creation to Gen Alpha and Gen Z worldwide, accelerating creativity and unlocking new possibilities in the AI era.



President & CEO

Eiji Kamiya

Born in 1973,
Nagoya, Aichi, Japan

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* Generation Alpha and Generation Z: An age group mainly corresponding to elementary school through high school students (as defined by the Company).

A steadfast passion continues to drive ibis forward



MISSION

Delivering “WOW!” Experience on Mobile

VISION

Boost Japanese Tech to the World

ibis aims to elevate the global presence of ‘Made in Japan’

VALUE

Group of Experts in Advanced Technologies

We are a group of experts who continuously acquire cutting-edge technologies, fully aware of our role as specialists in advanced technology, committed to solving societal challenges.

Rapid Decision-Making and Execution

Not only do we develop fast and efficient software, but we also make swift decisions and execute them promptly, ensuring agility in our operations.

Continuous Challenge

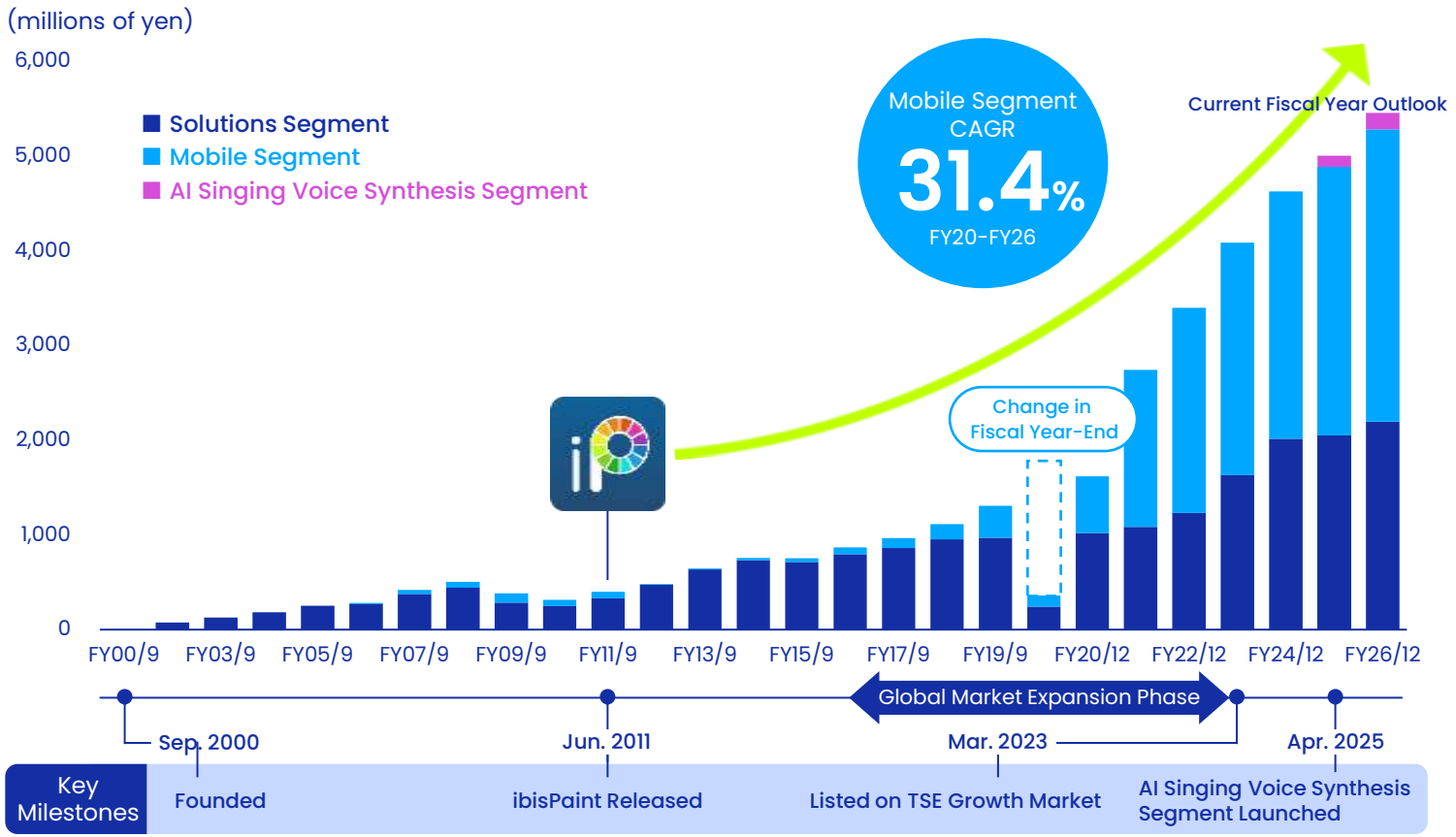
By relentlessly pursuing challenges without slowing down, we create new value and drive innovation.

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Continuing to expand into global markets, bringing the mobile segment onto a growth trajectory

HISTORY

Net Sales Trend



Global Market Expansion Strategy

1. Focus on Internet advertising to invest in high-performing markets
2. Establish a proven “success formula” to maximize investment efficiency
3. Foster growth cycles through disciplined self-funded investment

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* CAGR=Compound Annual Growth Rate

ACHIEVEMENT

ibisPaint has become the world's No. 1 global app*1

Global Active User Ranking

Graphics & Design Category

No. 1 *1

Seven consecutive years as No. 1

MAU (Monthly Active Users)

As of December 2025

40.07M

Overseas ratio 90.5%*2



Cumulative Downloads

As of December 2025

520M

Overseas ratio 93.9%

Users Under the Age of 25

As of December 2025

91.7% *3

A leading painting app
for Gen Alpha and Gen Z creators

*1 App Store "Graphics & Design" category (from 2019 through January–November 2025), global basis, Monthly Active Users (MAU). Source: data.ai by Sensor Tower
*2 MAU overseas ratio (January–December 2025), worldwide, MAU, in-house research
*3 Share of active users under the age of 25 on iPhone and Android devices (January–November 2025) in Japan and the United States. Source: data.ai by Sensor Tower. The comparison includes five leading apps considered by the Company to be its direct global competitors.

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A market-leading strategy centered on Gen Alpha and Gen Z through mobile specialization

MARKET

Expanding Creative Demand Among Gen Alpha and Gen Z

ibisPaint User Ratio Under 25

44.1% *1



+

Market Potential

Global Art App Market Size (2035)

USD2.36B *2



+

High-Growth Market

CAGR(2025–2035)

12.4% *3



*1 ibisPaint user ratio under age 25 (January–November 2025). Data cover two countries, Japan and the United States, based on data.ai by Sensor Tower.
*2,3 Figures related to the global art app market (2035 market size: USD 2.36 billion; 2025–2035 CAGR: 12.4%) are based on independent research and estimates by Future Market Insights.

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Designing a seamless user experience to be the first illustration app of choice for Gen Alpha and Gen Z

Easy to Start

Basic Functions Are Free

Freemium model



Content that Drives Growth and Continued Use

ibisPaint YouTube Subscribers

3.05M



Onboarding → Continued use

Superior Usability

PC-Class Advanced Features
Full-Scale Creation with a Single Finger

Highly optimized mobile-first design



Click the image to view the demo video

Rapid Updates and Strong Customer Loyalty

Top-Tier App Store Ratings

App Store **4.7** /5

Google Play **4.6** /5



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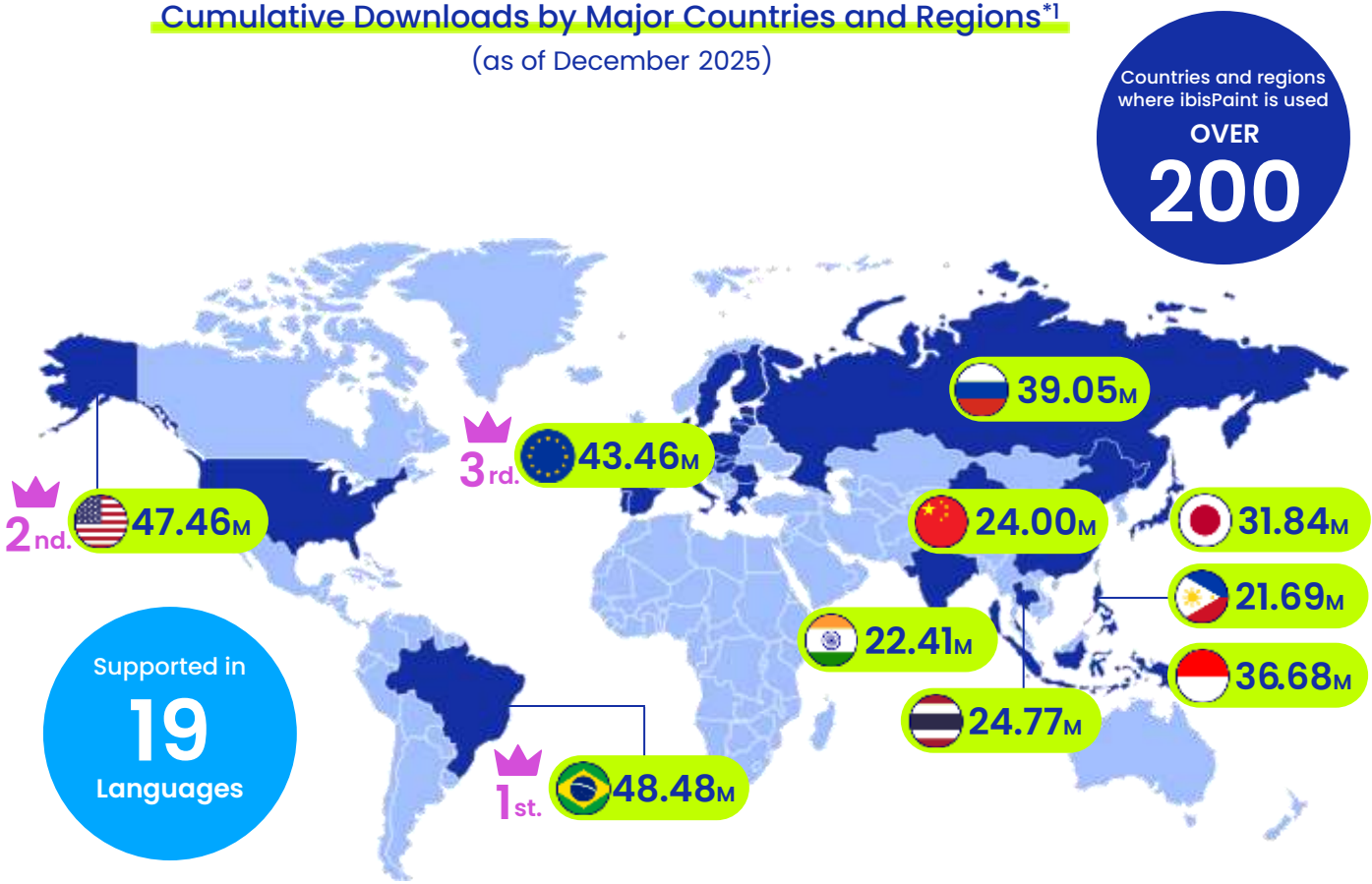
* ibisPaint Youtube subscriber count and App Store ratings are as of January 19, 2026.

Driven by global marketing and passionate users, we have built one of the world's largest user bases

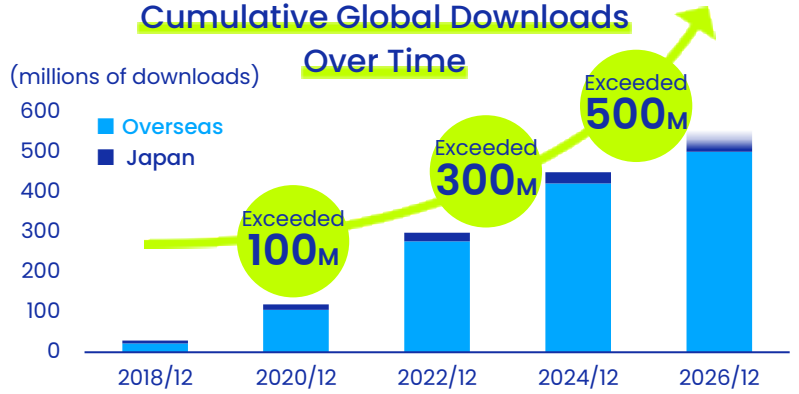
STRENGTHS

Cumulative Downloads by Major Countries and Regions*1

(as of December 2025)



Cumulative Global Downloads Over Time



MAU Composition:

(Japan and Overseas)



Overseas
Japan

Global User Share



ibisPaint
Total of Direct Competitor Painting Apps

*1 As data by country for Huawei downloads is unavailable, they are attributed to China for convenience. Source: Company research
*2 January–December 2025, global basis, Monthly Active Users (MAU). Source: Company research
*3 Share of active users across all age groups (January–November 2025), global basis, Monthly Active Users (MAU). Source: data.ai by Sensor Tower. The comparison covers five leading applications considered by the Company to be its direct global competitors

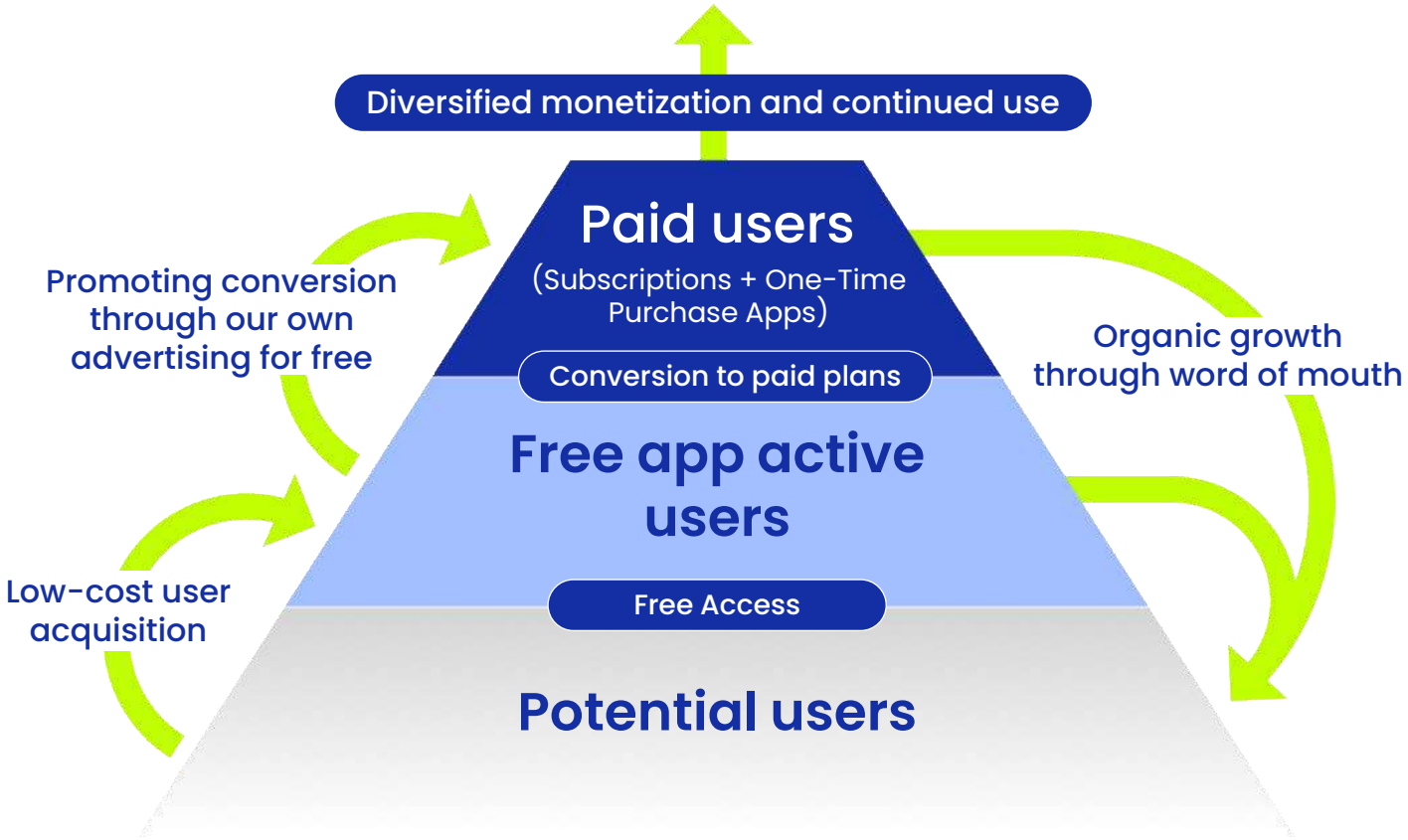
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STRENGTHS

Through advanced technology and a lean, elite team,

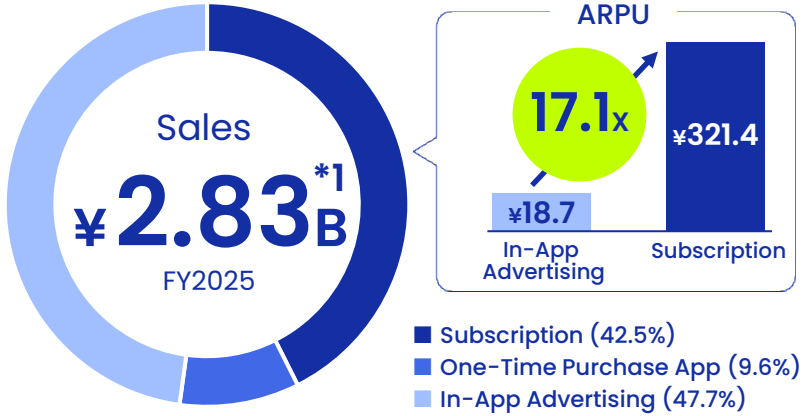
we maximize efficiency and generate a high-margin model

An ecosystem that efficiently monetizes our user base



A stable, diversified sales structure

Sales Breakdown of the Mobile Segment



Industry-leading productivity

Sales Per Employee

as of December 2024

¥70.56M*2

(Mobile Segment Employees Basis)

2.0x that of Company C

*1 The sales figures shown at the center of the "Sales Breakdown of the Mobile Segment" pie chart include "Miscellaneous." The figures in parentheses represent the percentage of the sales mentioned earlier.
*2 "Sales Per Employee" is calculated by dividing Mobile Segment sales by the number of employees, excluding temporary employees. Comparisons with Company C are based on the same calculation method applied to Company C's comparable businesses.

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Delivering ibis's technological value to the world through mobile innovation

DIVISIONS

Solutions Segment





- Contract Development (26.1%)
- IT Engineer Dispatch (73.9%)

Stable Growth Business

Provides mobile-app development for domestic companies, supporting implementation across all devices. Strong expertise in cloud server construction and migration.

Client Portfolio

KDDI HONDA 朝日新聞 dwango

AI Singing Voice Synthesis Segment





- VoiSona (78.1%)
- Contract Development (21.9%)

New Growth Business

Leveraging the voice-synthesis technology of our subsidiary Techno-Speech, Inc., we provide an AI Singing Voice Synthesis App "VoiSona" and aim for global expansion.

Client Portfolio

Sony Music KONAMI KAWAI
SoftBank brother CASIO
TSUBURAYA BANDAI NAMCO

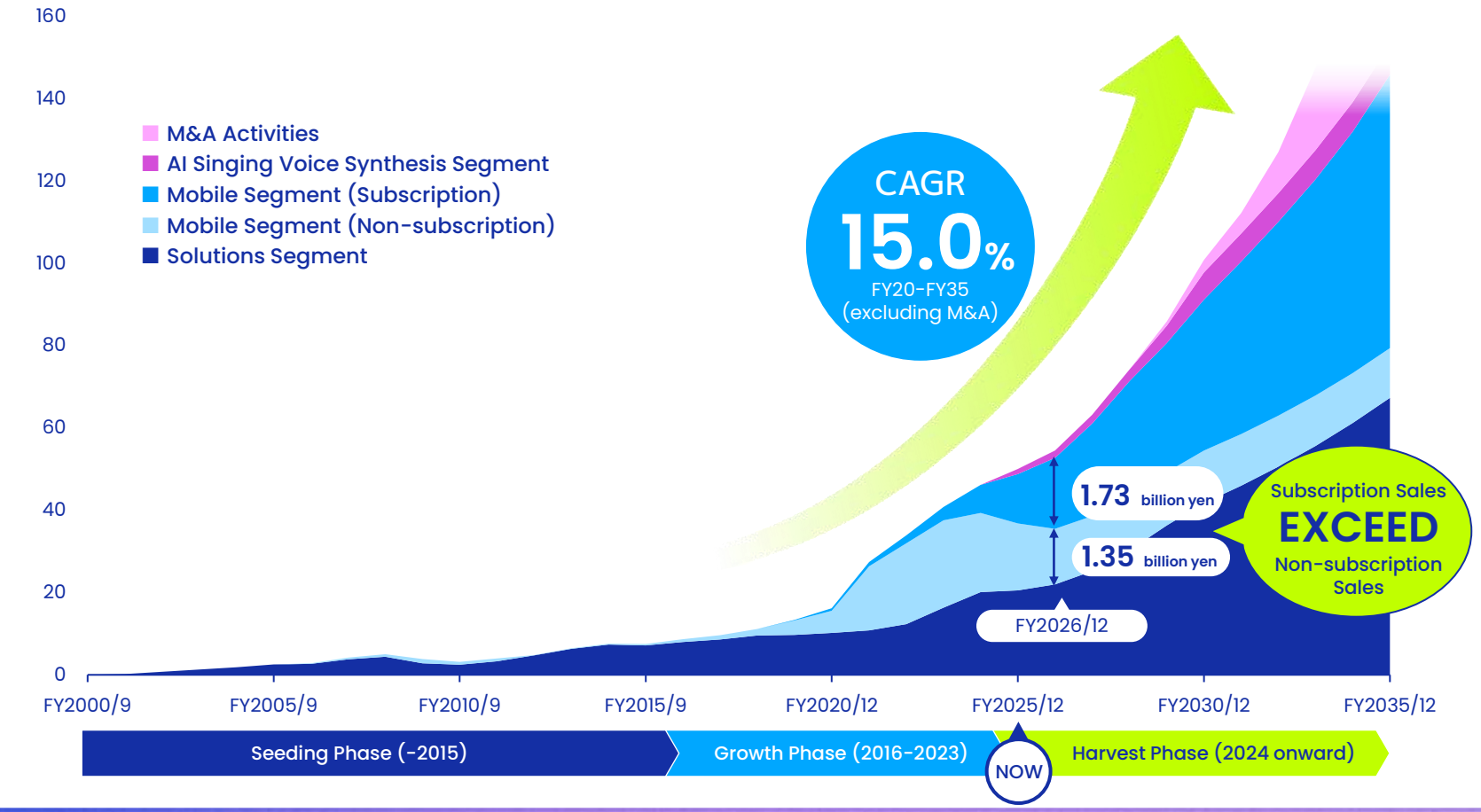
* For convenience, the sales breakdown chart for Voisona includes sales from CeVIO, which operates in the same B2C area, as well as sales from the production of voice libraries for both VoiSona and CeVIO

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Entering a prime phase for monetizing one of the world's largest user bases

STRATEGY

Medium- to Long-Term Sales Growth Image



Growth Targets for FY2035

Consolidated Net Sales

¥15.0B

Total Subscription Contracts

2M

Subscription Rates

5.0%

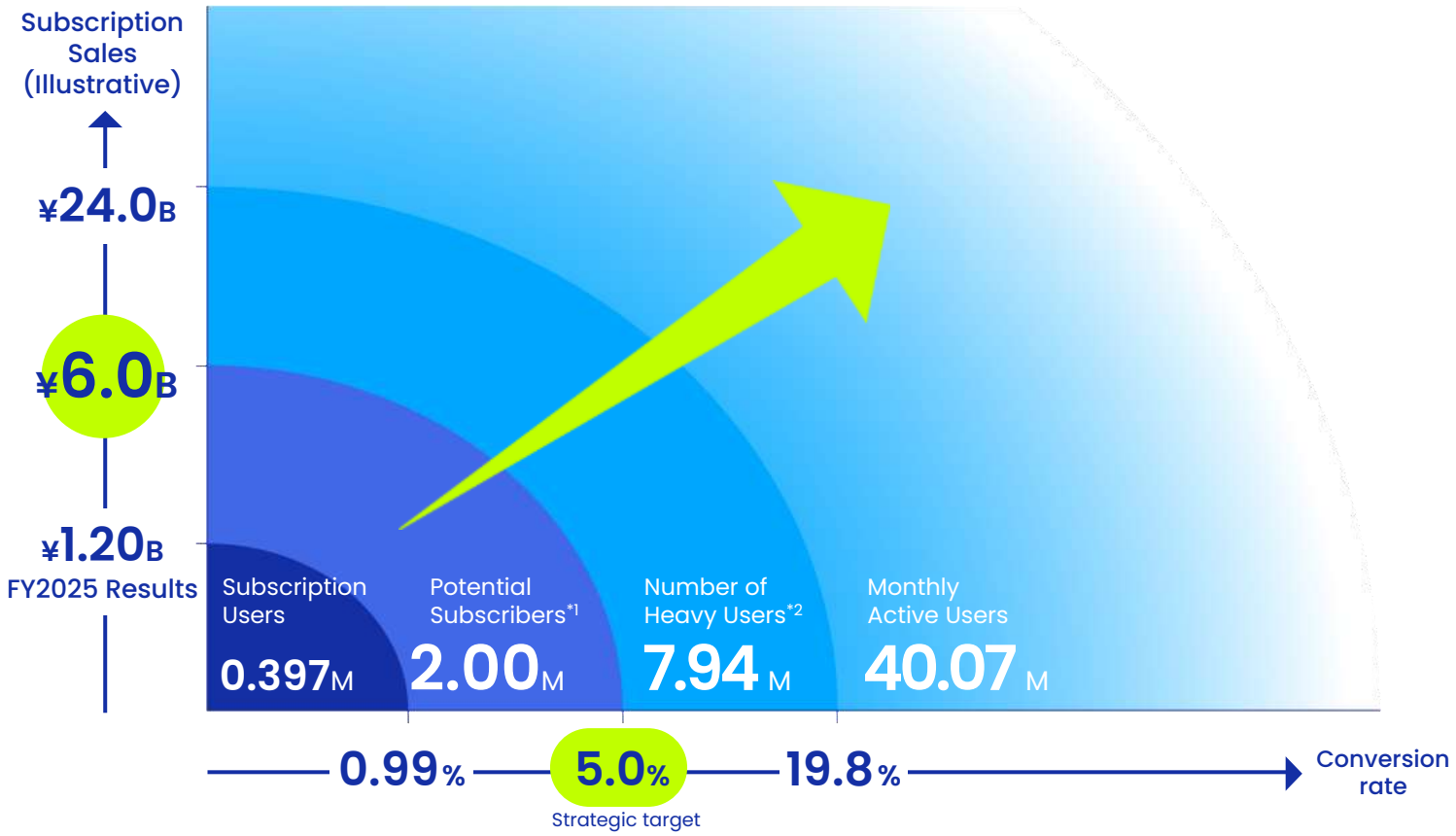
* The illustrative figures and target values on this page are based on the Consolidated Medium-Term Management Plan for 2026

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Driving subscription conversion via free in-app house ads to 40 million active users

STRATEGY

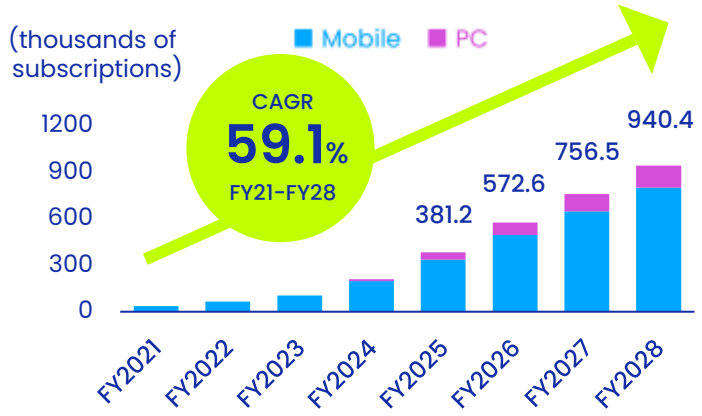
Growth Impact of Subscriber Expansion



Three Growth Drivers

1. Free in-app house ads
2. New function enhancements exclusive to subscriptions
3. Optimized onboarding to increase conversion

Progress in Number of Subscriptions



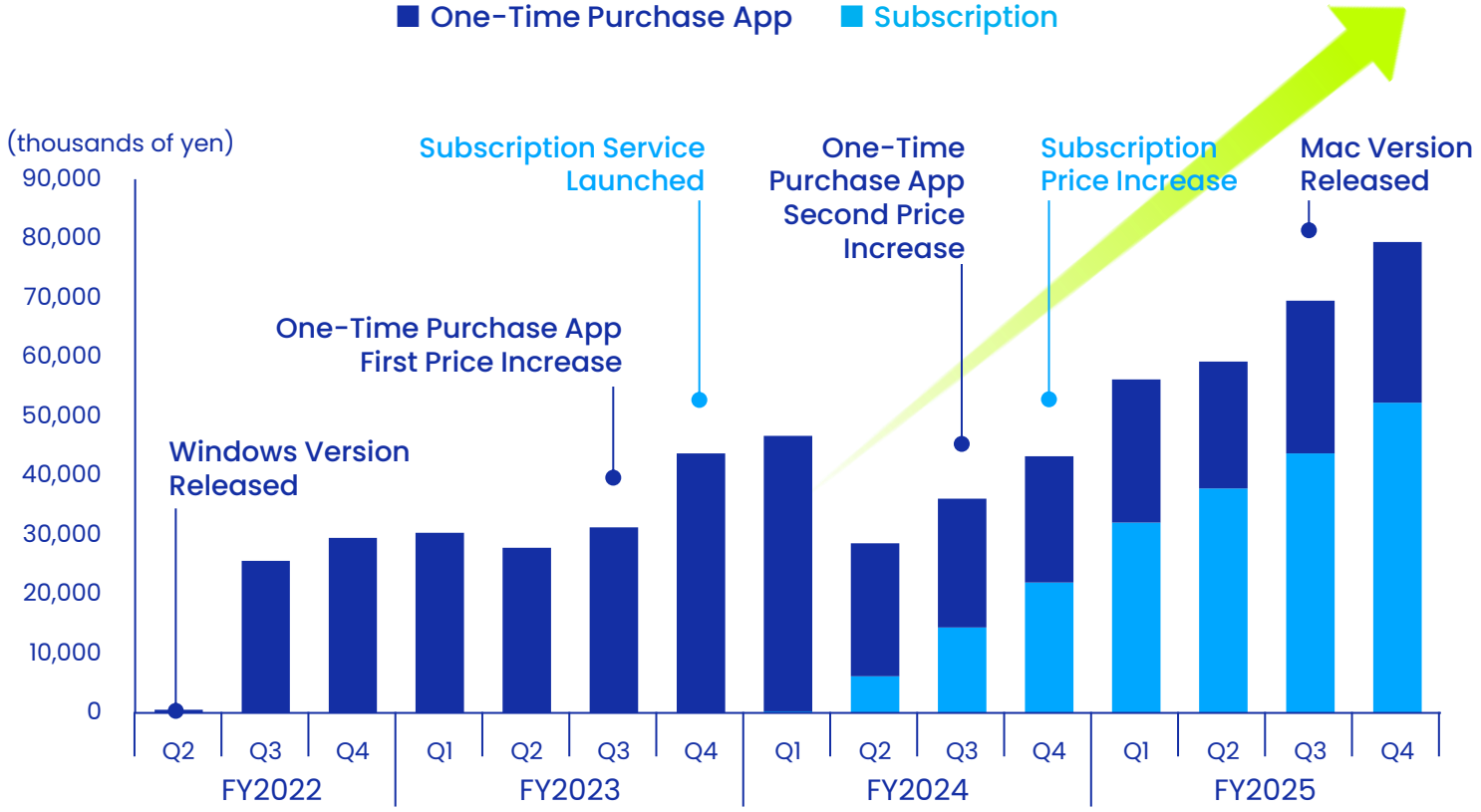
*1 The number of potential subscribers is defined as monthly active users whose conversion rate is 5% (industry average of 3-10%)
*2 The number of heavy users is defined as monthly active users whose average monthly usage time is greater than that of current subscription subscribers
* Figures are based on actual results for the end of FY2025. The planned figures for FY26-28 for "Progress in Number of Subscriptions" are based on the 2026 Medium-Term Management Plan

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Accelerating subscription growth through pro use features and multi-device expansion

STRATEGY

Sales Trends of ibisPaint for Windows/Mac



Enhancing Professional Features Based on User Feedback



Establishing ibisPaint as a Lifelong Creative Partner



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Building a creative foundation that connects creative power worldwide

STRATEGY

Concept: Next-Generation Creative Platform

A New Music Creation Experience

- Voice Library Extensions
  (Enhanced Paid Models)
- VOISONA
  AI Singing Voice Synthesis App
- Synergies Driven by User Traffic
  from ibisPaint (40 million MAU)

The Ever-Expanding Creative Activities of ibisPaint

- New AI Features
  Ongoing Release including 3D Animation
- "Smart Credit"
  New Monetization via a Usage-Based Model
- ibisPaint
  Painting App
- Strategic M&A
  Enhancing and Expanding Product Value
- UI Customization × Design
  Evolution Toward Professional-Grade

Empowering Creative Expression of Next-Generation

- Innovative Creation Tools
  Leveraging AI
- New Products for Next-Generation Creators
- Music Video Creation Tools
  Integrating Video and Music

Unleashing Creative Expression and Generating New Culture from Japan

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Accelerating corporate growth through stable sales and AI-driven market expansion

STRATEGY

Solutions Segment

Evolving into a high-margin, scalable SIer business model

Specialized Talent × AI



Business scalability is improved by high-quality SIer enabled by no-code and AI-driven development efficiency.

M&A-Driven SIer Base



On April 1, 2026, Zeroichi Start Inc. will be merged into the Company, strengthening our SI talent and technical capabilities.

AI Singing Voice Synthesis Segment

Applying the ibisPaint model to lead AI singing voice synthesis

Target for Corporate Value Enhancement

Techno-Speech, Inc.
VoiSona

Before M&A	After M&A
Corporate Value ¥510M	Corporate Value ¥2.5B

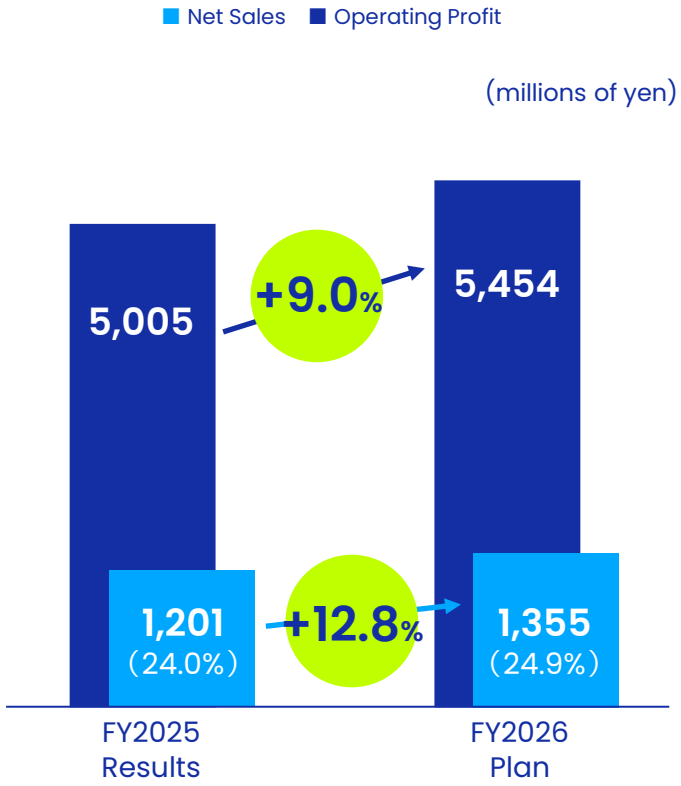
Driving a fivefold increase in corporate value by scaling our mobile development and global growth model through M&A.

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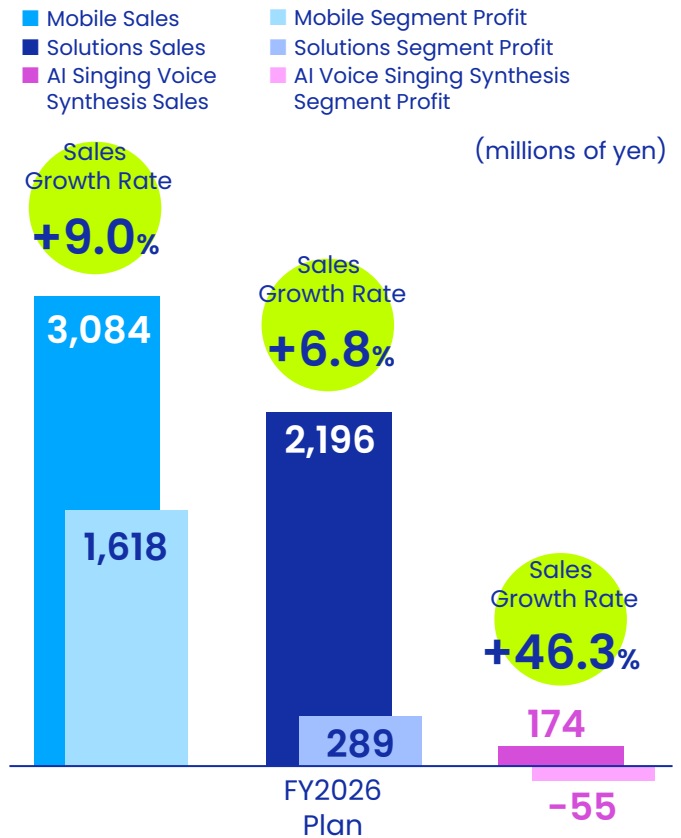
Accelerating growth with 1.4x subscription sales, driving further profit expansion

PROJECTION

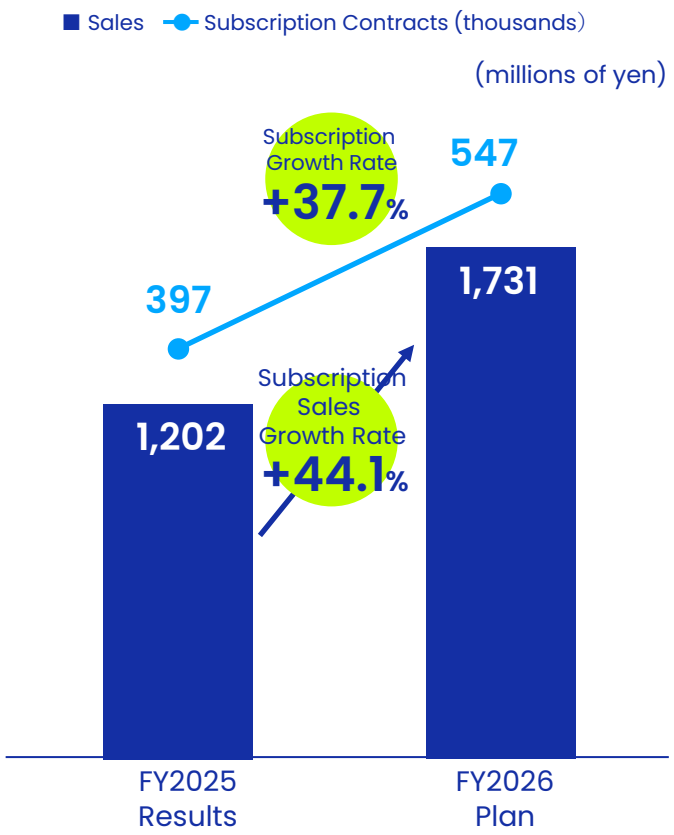
Company-wide: Net Sales and Operating Profit



By Segment: Net Sales and Operating Profit



Subscriptions: Sales



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Disclosure of New Key Consolidated Financial Targets for the Next 3 Years
Plan to Grow Subscription Billing Sales: Targeting JPY 2.79 Billion, 2.3 x FY2025
Operating Profit Growth Target: 20% or Higher from FY2027 Onward

(Unit: million yen)	Results		Plan			
	FY2024	FY2025	FY2026	FY2027	FY2028	CAGR
Net Sales	4,625	5,005	5,454	6,327	7,427	14.1%
YoY(%)	-	8.2%	9.0%	16.0%	17.4%	-
Mobile Segment Sales	2,611	2,830	3,084	3,591	4,110	13.2%
Subscription Sales	687	1,202	1,731	2,255	2,791	32.4%
Solutions Segment Sales	2,014	2,055	2,196	2,525	3,030	13.8%
AI Singing Voice Synthesis Segment Sales	-	118	174	210	286	34.0%
Operating Profit	1,155	1,201	1,355	1,634	1,987	18.3%
YoY(%)	-	4.0%	12.1%	20.6%	21.6%	-
Operating Margin	25.0%	24.0%	24.9%	25.8%	26.8%	-
Profit Attributable to Owners of Parent	839	848	940	1,093	1,339	16.4%
YoY(%)	-	1.2%	10.3%	16.3%	22.5%	-
ibisPaint Subscription Contracts (thousands)	232.0	397.6	547.4	700.6	853.9	29.0%
ROE (Return on Equity) (%)	49.7%	29.9%	29.3%	27.3%	27.0%	-
EPS (Earnings per Share) (yen)	46.0	46.3	51.3	59.3	72.7	16.2%

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* The planned figures on this page are based on the 2026 consolidated medium-term management plan. FY2025/12 YoY indicates the ratio of FY2025/12 consolidated results to FY2024/12 non-consolidated results

Leveraging our world-class technological capabilities to deliver sustainable growth and shareholder returns

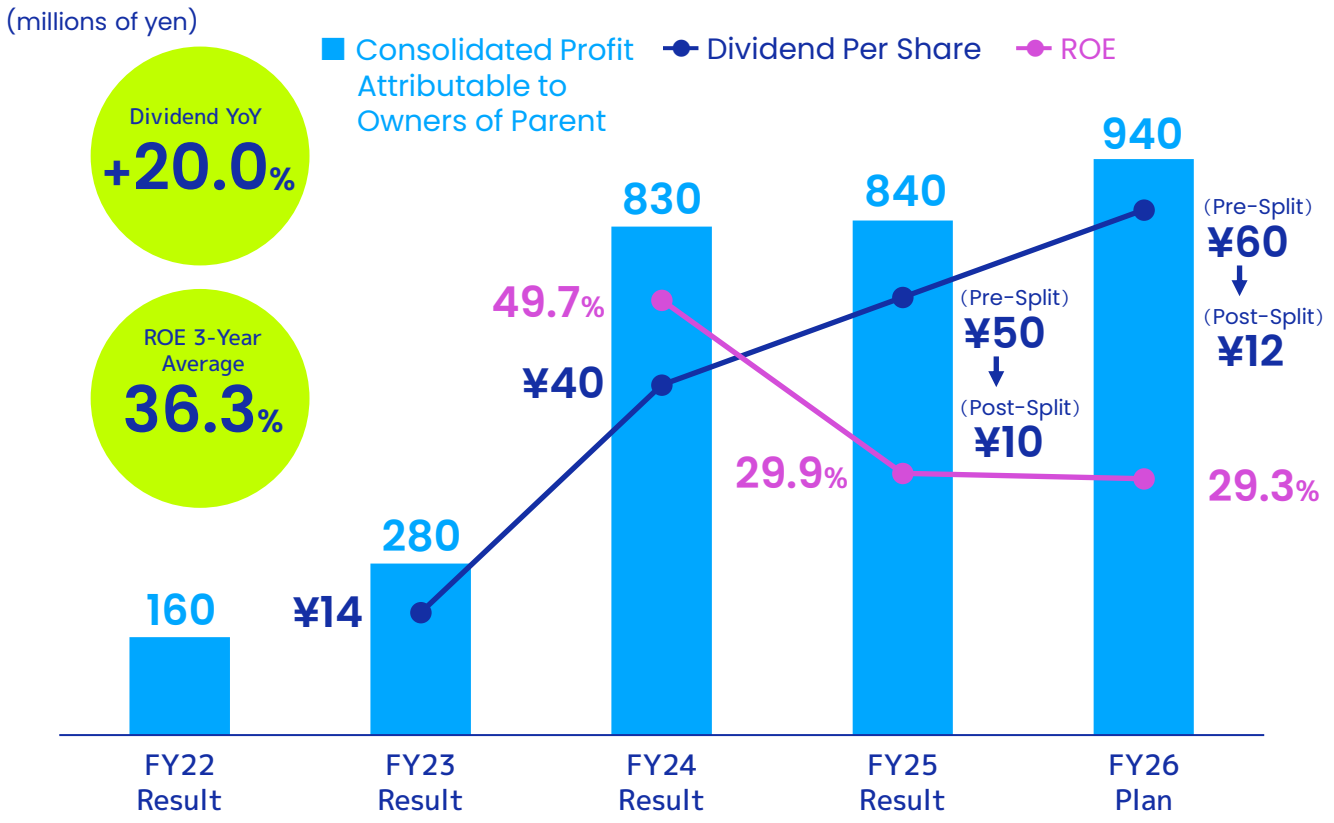
Capital Allocation Priorities

1 Growth Investments
Strategic investments in the expansion of new business areas and M&A

2 Strengthening Our Business Foundation
Investing in human capital to enhance long-term business sustainability

3 Shareholder Returns
Dividend payout ratio targeted at 20–25%; considering further dividend increases aligned with profit growth

Profit & Dividend Trends



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* Stock split: Effective October 1, 2025, each share of common stock will be split into five shares

Strengthening the management foundation for sustainable growth

Risk Management

Identifying and managing key risks within our strategy



Key Initiatives

- Diversifying growth drivers through M&A and new businesses to reduce reliance on core products.
- Strengthen development capacity through talent investment and workplace improvements amid IT labor shortages.

Governance

Ensuring robust management through rules and execution



Key Initiatives

- Operate a risk and compliance committee that addresses timely topics on a monthly basis.
- Conduct company-wide training and assessments on information security at onboarding and annually thereafter.

Sustainability

Strengthening human capital as a source of value creation



Key Initiatives

- Upgrading HR systems, training frameworks, and work environments to support recruitment, development, and retention
- Improving employee skills through business-unit-led training and continuous learning opportunities.

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* Details of each initiative are disclosed in the Growth Potential materials

We will continue delivering “WOW!” experience to the world through technology and creativity

Business Plan and Growth Potential

ibis IR Information

IR Feedback Survey（Japanese only）

This document is prepared for informational purposes only and is not intended to solicit the sale or purchase of any securities.
This document contains forward-looking statements, and actual results may differ materially due to various factors.

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